Challenges in International Transportation

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Purpose

• To provide a general overview of some of the challenges users face in the world of international transportation – a very different world than the one here in the United States…

Tell the Freight Story, Develop a Plan, and Sell the Story & Plan
A Different Perspective

- Tighter / narrow roads
- More curves
- Fewer multi-lane, controlled or limited access highways
- Must take bikes and pedestrians into account MUCH more often
- MANY more bridges
- Roads and structures typically built for heavier loads
- A wider variety of vehicular traffic uses these facilities
In the U.S., in general, we think less global in almost everything.

Overseas, they think “international” in almost everything.
The European Union effect
- No more international borders inside of the Euro Zone
- Countries are like states here in the U.S. – travel distance, some rules, etc.
- Some standardized customs paperwork
- A single currency – no conversion factors

Facilities
- Design, construction, maintenance
- Vehicles, trains, barges
- Impact of public transit

Stakeholders Vary
- Commercial, Military, Government, NGO, Public Sector, etc.

Standards for safety
- What is allowed
- What appears to be normal way of doing things for them may not be for us
What could possibly go wrong?

Anything!
Planning for Everything

- What needs to be moved?
- When does it have to be there?
- Special handling requirements
- Other special requirements
- Time zones
- Currencies
- Customs requirements
- Tariffs and other import / export fees
- Security of the goods / load
- Security of the mode during transit
- Security while in holding
- U.S. State Dept requirements
- Freight forwarder / broker
- Language barriers
- Document preparation
- International approvals - stamps

- Weather
- Reliability of the shipper
- Reliability of your security – anywhere and at all times
- Stability of the countries along the way of transit
- International relations
- Changes to policy enroute
- Currency fluctuations
- Changes in personnel – not the same person
- In-Transit Visibility of the shipper and cargo
- Changes in the customer’s requirements
- A war starts
- A war ends
- Delays in Processing
Communications & Relationships

- More formal method of operating?
  - Yes and No – depends on who and where
  - Depends on the mode – rail and sealift are much more standardized with formal requirements
  - Trucking is more fluid

- You can’t do it all on your own
  - Local customs and courtesies
  - Take your time and learn – get to know the area
  - Make friends

- Constraints and Limitations
  - Language barriers
  - Hours of operation
  - Willingness to help or not
  - Other priorities

- Networking
  - Who you know and who THEY know
  - Never underestimate family relationships
  - Don’t be surprised if some contacts may be a little unusual or even unorthodox
Communications & Relationships

There’s a lot to be said in... “it’s who you know.”
Communications & Relationships
International Challenges: A Balkan Example...
Closing

The International Challenge

✓ A different perspective
✓ A whole new world
✓ It’s still all about people…
Questions?

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